

BUILDING STATIONS

Bob Baldwin – President/CEO – CNG 4 America



WHY WE NEED 1000 CNG STATIONS

- Texas
 - 23 Million vehicles
 - 26 Million population
 - 19.1 miles per day per person
 - 479 million miles per day

STATIONS

- 16,000 gasoline stations in Texas
- 41 public CNG stations in Texas
- 682 CNG stations in the country
- How many CNG stations required?



BUILDING A CNG STATION

- Find a good location
- Determine if sufficient NG is available
- Lease or buy location
- Recruit fleets as your anchor customers
- Determine the proper size
- Engineering / Permitting
- Funding / Investors / Grants
- Order your equipment (Allow 6 months)
- Build your station and commission your equipment
- Test fueling
- Grand opening

FINDING A GOOD LOCATION



















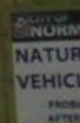


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Kwik Trip

CNG

1.89 $\frac{9}{10}$

DEF

2.94 $\frac{9}{10}$

UNLEADED

3.22 $\frac{9}{10}$

DIESEL

4.03 $\frac{9}{10}$

CARWASH

**NO FEE
ATM***





4 America Stations

A map of Texas with an orange line indicating a travel route. The route starts in the north-central part of the state, passes through College Station, then south to San Marcos, and finally to Houston. In Houston, the route branches into four distinct points labeled Northwest Houston, Westside, Southwest Houston, and Southeast Houston. Yellow arrows point to each of these four Houston locations. The map shows major highways, cities, and geographical features like national forests.

REMEMBER DRIVER EXPERIENCE

- Fast Fill – strive for >10 GGE/Min if semis
- Bathrooms – Clean is better
- Coffee – Drinks – Snacks
- Food if possible
- Easy access – Quick off and back on the road

FINDING A GOOD LOCATION

- “Location, Location, Location”
- Who is your target customer? Pickups / Cars / Semis ...?
- Don't put only one egg in your basket
- Local fleets or transit fleets
 - Transit fleets need to have close proximity to their route
- Private fleet time filling with public component outside fence
- Need to enough room for your compressor facility

SIZING YOUR STATION

- Understand your customers fueling habits
- How much fuel during your peak hour?
- How much growth will you have over the years?
- Will you provide room for more equipment to be installed later?
- Utility will want to know how much volume and pressure you need

BUILDING YOUR STATION

- Engineering and Permitting - start as soon as possible
- Underground work for electrical and piping – Start 60 to 90 days before last equipment arrives
- Walls or fencing (noise restrictions)
- Concrete
- Equipment installation
- Point of sale system (merchant services)
- Commissioning of equipment by vendors

CONTACT INFO

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